



knowledge services

# FY2021 Q2 STATE OF OHIO IT SUPPLIER ROUNDTABLE

Presented: January 27, 2021

# Agenda

- Knowledge Services Overview
- Program Data Review
- Supplier Success
- Q&A / Discussion



# About Knowledge Services

## Serving those who serve others

- Founded in 1994
- Certified WBE
- Workforce Management Experts
  - Managed Service Provider (MSP)
  - Vendor Management System (VMS) – dotStaff™
  - Employer of Record (EOR)
  - IC/1099 Compliance Programs
  - Managed Programs
  - Staffing / Recruiting
- Proven MSP Program Expertise
  - 50 enterprise-wide programs in Government, Healthcare, Banking/Finance, Retail, Food Services, Entertainment
  - MSP for State of Indiana, Maine, Arizona, Tennessee, Florida, Utah, Ohio, Mississippi, Missouri, North Dakota, Nevada, Rhode Island, Colorado, and Wisconsin
  - All Labor Categories
  - Statement of Work

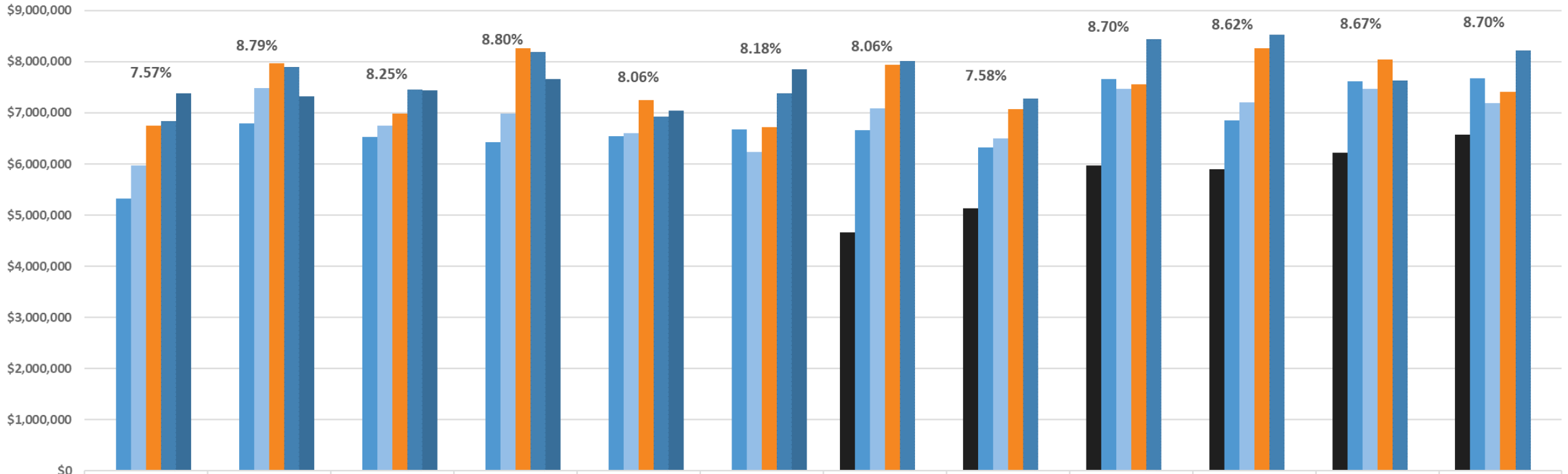


# Program Summary

Summary	FY 2020 - Q3	FY 2020 - Q4	FY 2021 - Q1	FY 2021 - Q2	Total
Spend	\$23,727,165	\$24,383,594	\$22,150,089	\$22,544,312	\$92,805,160
Hours Entered	285,606	290,932	270,751	276,429	1,123,717
Unique HC Entering Time	674	610	581	611	NA
Co-Op Spend	\$850,256	\$808,110	\$782,255	\$788,589	\$3,229,210
CoOp Hours Entered	11,907	10,829	10,141	9,694	42,571
Co-Op Unique HC Entering Time	28	30	28	30	NA
<b>Total Spend</b>	<b>\$24,577,421</b>	<b>\$25,191,704</b>	<b>\$22,932,343</b>	<b>\$23,332,901</b>	<b>\$96,034,369</b>
<b>Total Hours Entered</b>	<b>297,513</b>	<b>301,760</b>	<b>280,892</b>	<b>286,122</b>	<b>1,166,288</b>
<b>Total Headcount</b>	<b>702</b>	<b>640</b>	<b>609</b>	<b>641</b>	<b>NA</b>
Sourcing	FY 2020 - Q3	FY 2020 - Q4	FY 2021 - Q1	FY 2021 - Q2	Total
Positions Filled	53	18	26	34	131
Co-Op Positions Filled	2	7	7	3	19
<b>Total Positions Filled</b>	<b>55</b>	<b>25</b>	<b>33</b>	<b>37</b>	<b>150</b>
Submissions	3,128	1,950	3,346	2,480	10,904
Co-Op Submissions	200	26	117	145	488
<b>Submissions / Position</b>	<b>59</b>	<b>108</b>	<b>129</b>	<b>73</b>	<b>83</b>
<b>Co-Op Submissions / Position</b>	<b>100</b>	<b>4</b>	<b>17</b>	<b>48</b>	<b>26</b>
* Vendors / Suppliers	FY 2020 - Q3	FY 2020 - Q4	FY 2021 - Q1	FY 2021 - Q2	
Active Vendors / Suppliers	118	111	106	109	
Co-Op Active Vendors / Suppliers	17	20	17	18	

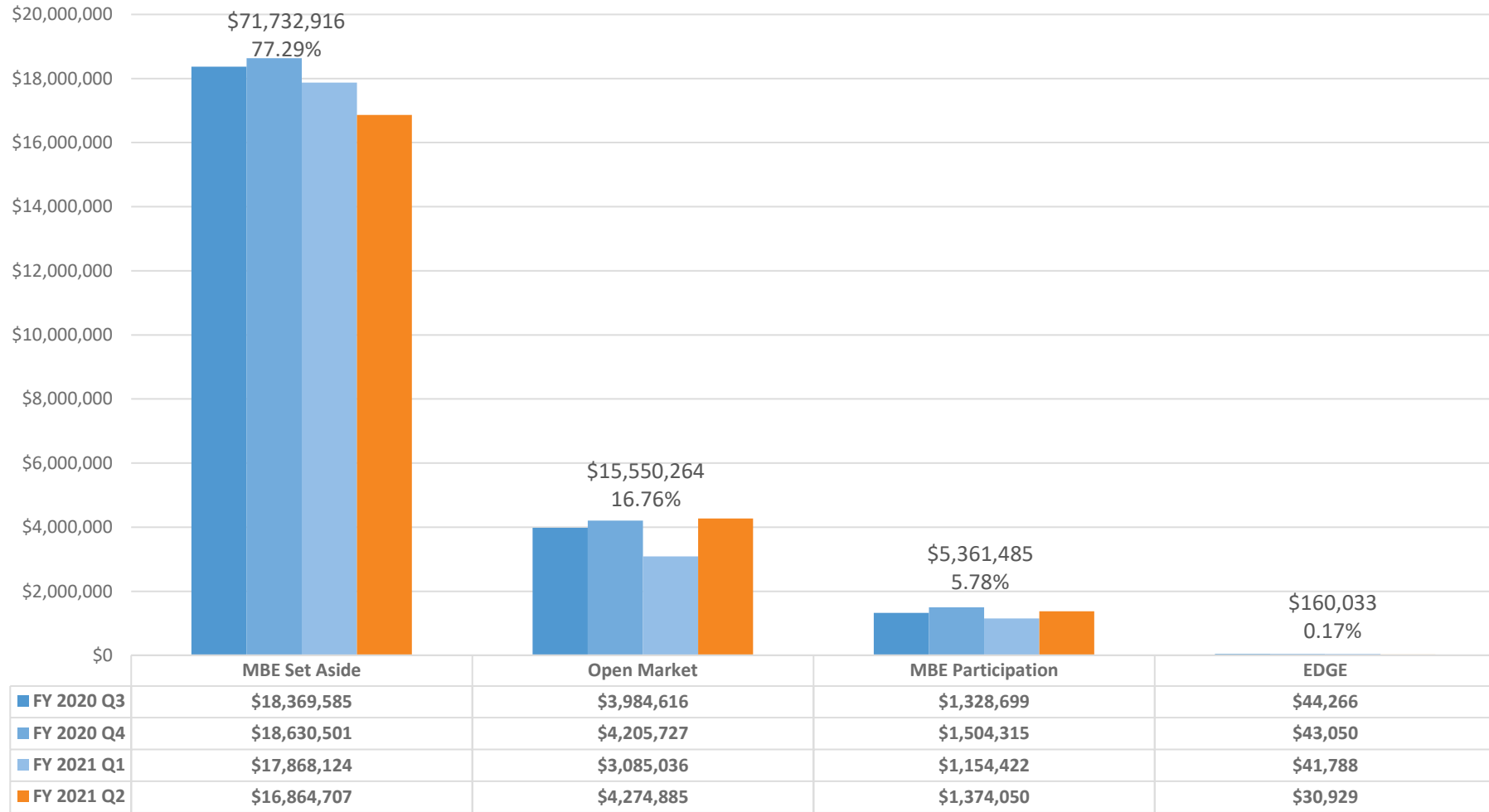
\*Active is defined as any Vendors/Supplier with Resources billing  
 Total Program Vendors/Suppliers: 226

# Spend by Month

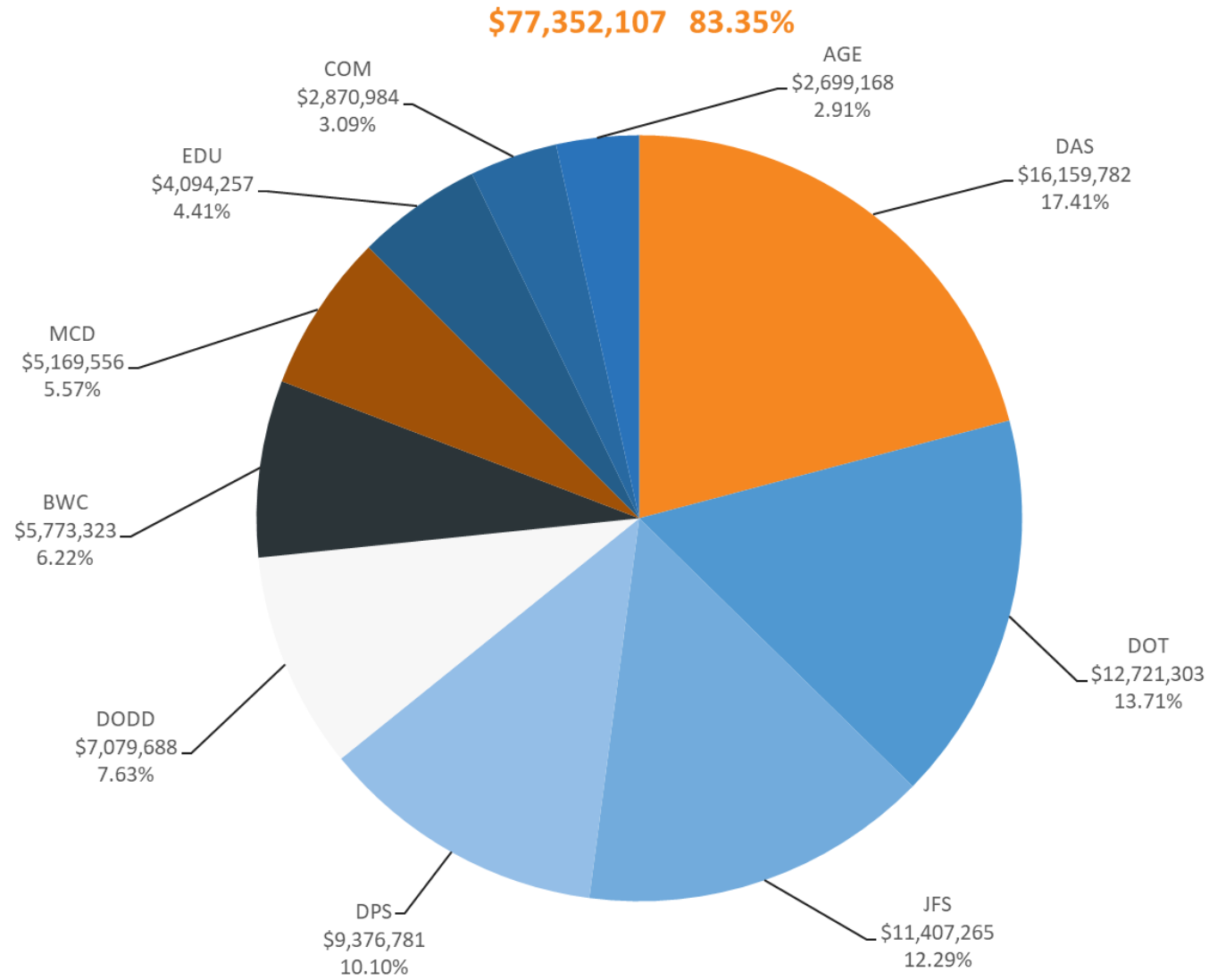


	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
■ FY 2016						\$2,843	\$4,656,570	\$5,137,164	\$5,969,958	\$5,898,553	\$6,218,314	\$6,569,659
■ FY 2017	\$5,330,314	\$6,794,745	\$6,532,056	\$6,430,399	\$6,541,249	\$6,678,977	\$6,659,947	\$6,317,178	\$7,659,994	\$6,850,895	\$7,613,230	\$7,679,083
■ FY 2018	\$5,969,805	\$7,476,486	\$6,748,859	\$6,987,332	\$6,608,823	\$6,231,518	\$7,092,052	\$6,505,075	\$7,461,604	\$7,210,094	\$7,462,859	\$7,183,518
■ FY 2019	\$6,756,006	\$7,973,242	\$6,986,006	\$8,265,104	\$7,253,774	\$6,726,457	\$7,939,617	\$7,075,331	\$7,558,258	\$8,262,058	\$8,045,180	\$7,408,275
■ FY 2020	\$6,841,168	\$7,897,462	\$7,454,809	\$8,182,629	\$6,921,799	\$7,382,472	\$8,017,424	\$7,276,034	\$8,433,707	\$8,529,100	\$7,633,223	\$8,221,271
■ FY 2021	\$7,385,579	\$7,322,160	\$7,442,350	\$7,658,070	\$7,042,539	\$7,843,962						

# Spend by Type



## ■ Spend by Agency – Top 10





## Top 20 Positions Filled FY2020

Top 20 Position	# Resources	Spend	% of Spend
Programmer 5	91	\$12,784,351	13.74%
Technical Specialist 4	73	\$11,985,568	12.88%
Product Specialist 5	63	\$9,869,589	10.61%
Programmer 4	58	\$5,661,176	6.08%
Program Manager 5	31	\$5,415,333	5.82%
Business Analyst 3	33	\$3,794,047	4.08%
Program Manager 4	26	\$3,669,247	3.94%
Senior Architect 1	22	\$3,544,986	3.81%
Technical Specialist 3	24	\$3,311,926	3.56%
Senior Architect 2	20	\$2,827,913	3.04%
Program Manager 3	19	\$1,867,139	2.01%
Quality Assurance Specialist 3	20	\$1,845,883	1.98%
Business Analyst 2	20	\$1,707,203	1.83%
Business Analyst 5	15	\$1,672,155	1.80%
Mobile Specialist 2	7	\$1,622,607	1.74%
Product Specialist 1	21	\$1,418,649	1.52%
Tester 3	18	\$1,200,423	1.29%
Programmer 3	13	\$1,169,596	1.26%
Service Desk 1	80	\$1,159,745	1.25%
Product Specialist 4	10	\$1,147,906	1.23%
	<b>664</b>	<b>\$77,675,443</b>	<b>83.47%</b>



## ■ Success as a Supplier

- Quick response
- Follow up with candidates
- Local candidates
- Attend weekly vendor meeting
- Build relationships and know the Agency
- Present professional and accurate resumes
- Set expectations for candidates
- Pay attention to details

## Questions / Discussion

## Contact Us

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## **Follow Up Information**

# Redistribution of Spend

## Top 10 - Supplier spend FY 2016 - Q3

Supplier 1	\$1,929,337	12.24%
Supplier 2	\$1,147,509	7.28%
Supplier 3	\$703,526	4.46%
Supplier 4	\$666,342	4.23%
Supplier 5	\$618,144	3.92%
Supplier 6	\$609,712	3.87%
Supplier 7	\$511,252	3.24%
Supplier 8 (not part of 2019)	\$492,145	3.12%
Supplier 9	\$481,989	3.06%
Supplier 10 (not part of 2019)	\$481,186	3.05%

**Total** **\$7,641,141** **48.47%**

## Top 10 - Supplier spend FY 2021 – Q2

Supplier 1	\$3,159,741	14.02%
Supplier 2	\$1,621,433	7.19%
Supplier 6	\$1,169,341	5.19%
Supplier 3	\$1,064,774	4.72%
Supplier 4	\$847,640	3.76%
Supplier 9	\$798,594	3.54%
Supplier 12 (added in 2019)	\$763,515	3.39%
Supplier 5	\$630,852	2.80%
Supplier 7	\$574,143	2.55%
Supplier 10	\$526,608	2.34%

**Total** **\$11,902,128** **50.19%**